



Alliance Area **NEWS** Development Foundation

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Our Mission

To retain and assist companies in
their expansion and to
attract new companies to the
Greater Alliance Area.

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Canton-Massillon-Alliance Rated No. 1 Mid-size Metro Area for Business Attraction/Retention

One of *Expansion Management* magazine and the National Policy Research Council's most recent surveys says that Stark County (Canton-Massillon-Alliance) area is tops for its size in attracting and retaining businesses.

Civic and community leaders say the study appears valid, and it's good economic news for the county. The bimonthly publication has a constantly changing circulation of about 45,000 — mostly leaders of companies that are considering moving or expanding.

Managing Editor Ken Krizner said once a company makes its move, it's removed from the circulation list.

The May-June issue highlighted the study of 19 million companies in a cover story titled "These Communities Are Literally Magnets for Business."

The Canton-Massillon-Alliance metropolitan statistical area — Stark and Carroll counties — was rated No. 1 among mid-size metro areas.

"Clearly, it's the private sector that overwhelmingly drives job creation, but the public sector does play a role, and in this case, for the better," wrote Chief Editor Bill King.

Krizner came to Canton to talk with civic and community leaders about the study that covered eight years.

Stark County was best at attracting and retaining businesses that weren't here in January 1999, but have opened here since and were still operating at the end of 2006. The survey does not include retail businesses or restaurants.

"For most companies, a relocation or expansion is the most important decision they'll ever make," Krizner said. "They have to think long and hard about a relocation or expansion. We try to give these individuals the information they need

so they can make the best decisions possible."

The study shows that the area has a good business climate, and that's being noticed by people looking for sites, and it also speaks well of the public-private development partnerships here, Krizner said.

Krizner said the study doesn't show the number of companies that have come here. "This is a purely statistical survey," he said. The study also doesn't look at employment.

It's clear that smaller businesses are taking the place of larger ones. Stark County employment grew by 2,500 during the period of the study, while its workforce grew by 3,600.

Unemployment here grew by 1,100, and the unemployment rate went from 5.4 percent to 5.9 percent.

Civic leaders were buoyed by the survey results. Canton Mayor Janet Weir Creighton, Alliance Mayor Toni Middleton and County Commissioner Jane Vignos all said they believed a regional approach to development is the answer, and Krizner agreed.

Citing a number of areas looking for regional answers, including Northeast Ohio, "Regionalism is very, very important to development," Krizner said.

Steve Paquette, president of the Stark Development Board, and Dennis Saunier, president of the Canton Regional Chamber of Commerce, both said that the county's economic base is changing.

While studies have shown that manufacturing is still a strong employer in the area, development efforts and money also are being put into growing service industries, such as health care, they said.

Thanks to the Repository and its Business Editor Pat Kelley for the use of this article.

Letter from the President

I want to thank everyone who came out to our annual meeting. As you read below, it was a great success. Hearing about the growth of area businesses never gets old.

Morgan Engineering Systems, Inc., Allegheny Ludlum, and Coastal Pet Products, Inc. are some of the many businesses that are continuing to grow in our area.

The Alliance area is poised to continue to grow because we have resources in place. We are strengthening our area for success by tapping into

regional efforts as well as working with local businesses and governments.

Being a non-profit organization, we exist with the financial support of the community.

This is the time of year we ask our contributors for their continued financial support as well as seek new businesses to help support our efforts to strengthen this Alliance Area community.

If you would like to know how to get involved, please call me for details. I can be reached at 330-823-0700 or email me at tpukys@allianceadf.com.



Thomas Pukys, President

Thank you again for all your support.



Annual Meeting Features Allegheny Ludlum, Coastal Pet Products and Morgan Engineering/Alliance Machine

“Continuing to Grow” was the theme of the AADF’s eighth annual meeting at Robertson Heating Supply Co. Company on Thursday, September 20. It featured three area companies — Allegheny Ludlum, Coastal Pet Products and Morgan Engineering Systems. Outgoing Chair Scott Robertson moderated the event.

Tony DeNoi, the plant manager of Allegheny Ludlum in Louisville, discussed the business’s history that began in 1920 when Superior Steel was founded there. After various changing of hands, ATI-Allegheny Ludlum took over in 2004.

DeNoi spoke about the ATI business system, which is modeled after the Toyota production system. “We like to say we’re the best kept secret in Stark County,” DeNoi said. The plant is, under roof, 611,000 square feet. Current employment is 125 people.

Allegheny Ludlum in Louisville makes flat-rolled products out of stainless steels, nickel alloys and commercial pure titanium. The markets it serves include appliances, pipes and tubes, cookware, cutlery, and automotive parts.

Steel processed at the Louisville plant can be seen in architectural applications such as the roofing on Ronald Reagan National Airport

(Washington, D.C.), Detroit Midfield Air Terminal and the Pittsburgh Convention Center.

Jeff Miller spoke on the continued growth of one of Alliance’s largest employers, Coastal Pet Products, where he is general manager. Jim and Tom Stout started Coastal Pet in 1968 in a basement on State Street. In 1974 the company built its first building and had 10 employees.

Today, Coastal employs 700, operating in a 366,000-square-foot facility, and manufacturing 50 different kinds of pet products. The company is in the process of adding an additional 8,300 square feet of office space.

“Our goal,” he said, “is to remain the most cost-effective supplier of pet products to all retail channels.”

Morgan Engineering/Alliance Machine President and CEO Mark Fedor recapped the history of both companies. Morgan Engineering was founded in 1868. The company built the first overhead traveling crane in the United States in 1878. Morgan then built the first electric overhead traveling crane in the world in 1881. Alliance Machine was founded in 1901.

Fedor said the two plants, which are both now owned by Morgan Engineering, have nearly 500,000 square feet under roof. Morgan is one of the

*Ray Martinez,
new chair of the
board. See
article on page 4.*



largest planer mills, he said, and with the railroad tracks right there, the company can move large pieces of machinery without dismantling them. “We’re a one-stop shop,” Fedor said. “Our engineering department is the best. We solve problems others can’t.”

In other business, members approved the 2007 meeting minutes and financial report.

The 2008 officers were nominated. They are Ray Martinez, chairman; Joe Gerzina, vice chair and treasurer; and John Christian, secretary. At-large members are G. Charles Dix II, Doug Schwarz, Larry Stewart and Scott Robertson.

AADF President Tom Pukys and new Chair Ray Martinez spoke of the AADF’s successes this past year and plans for the year ahead.

Thanks to Steve Wiandt and The Review for the use of this article.



Mike Anstine, owner of Anstine Machining Corp.

Anstine Machining Corp. Owner Plans To Use Revolving Loan Fund

Becoming an entrepreneur and growing your business takes faith and hard work. Mike Anstine has demonstrated both. While he was getting his training, Anstine, the owner of Anstine Machining Corp., was a co-op student working at Superior Tool in Minerva. A Marlinton High School graduate, he learned his trade at Alliance High School's Vocational Machine Trades Program in 1982. His first job was with Moulin Products Centerless Grinding.

From there he moved to G. L. Martz Tool and Die in Hartsville where he had an opportunity to run all of the equipment in the plant including the computer numerical controlled (CNC) machines.

"I did pick up and delivery and learned where to purchase and get heat treating and other outsourced operations done, but I wanted to do a better job of providing for my family," he says. This is where the leap of faith came in. His wife was a stay-at-home mom, but still he started his own business in his garage with an old lathe and mill and operated there for a year and a half.

The business's growth was such that he leased space and bought his current building at 134 Rosenberry St. "I first worked with AADF's Mike Campbell regarding my businesses and then Tom Pukys when he came in."

"Tom's been helping me find available buildings," he explains. "I have also had great help from Chase and

Huntington Banks and Alliance Planning and Development Director Vince Marion," he says. Anstine's been looking for a new building for two years. He has 15 employees. "Currently I cannot increase staff or grow with more equipment until I find a building," he says.

Anstine's goal is to have his business be an asset for Alliance, so that when new manufacturers consider moving here, they have a full-service custom machine shop in their back yard that can provide tool and die small production runs, handle product development and provide welding and fabrication.

His company has been able to provide services such as these to many of the local manufacturers. "We will work with aluminum, stainless steel, mild steel, brass, paper, wood and plastic," he says.

"I appreciate the support of all the local businesses," Anstine says. He has a broad range of industry he has worked with including: railroad, food processing, mining, manufacturing, water control, construction, medical and the farming community. "By being diversified, I can keep work flowing through," he says.

The building he currently owns, which is 6,000 square feet in size, houses his precision machining business while the 14,000 square foot building he leases on Main Street houses his fabrication work.

Anstine says that when he finds the right building for his business, he plans to take advantage of AADF's new Revolving Loan Fund.

Happenings

Winkle Industries Plans an Addition to Current Building

Winkle Industries plans an addition to the rear of the present 59,000-square-foot building at 2080 W. Main Street.

The business will also construct a free-standing storage building. At least three new employees are expected to be hired by the company after the expansion is completed.

Winkle Industries is a leading supplier of "below-the-hook" lifting devices, mechanical and electrical crane products, material handling and processing equipment and aftermarket services for various industrial markets worldwide.

With conditional approval, the company is expected to re-submit site plans to scale and meet engineering requirements involving minor modifications to the retention pond.

Mount Union To Begin Construction on Phase II of Student Housing

City planners recently gave approval for Mount Union College to begin Phase II building plans for student apartment housing by approving the site plan for construction on West State Street.

Construction on the 10-unit apartment building is expected to begin October 1 with a targeted completion date of August 1, 2008.

SARTA Building New Hub in Alliance

An Alliance down-town area hub station is under construction on East Prospect for the Stark Area Regional Transit Authority (SARTA).

The transit center will replace a leased facility in the first block of E. Main Street. Two hubs existed prior to this one-- in Canton and Massillon.

The center will serve as SARTA's hub for eastern Stark County and will include a meeting room, customer service area and area where riders can wait for their bus.

Plans call for the construction to be completed by the end of October or November. There is to be a kiosk but no staff.

Ohio Edison's Ray Martinez New Chair

Ray Martinez, the newly elected chair of the AADF board, is a native of New York and the Stark and Wayne County area manager for the Ohio Edison Company, for whom he has worked for 30 years.

"Ohio Edison has been a supporter of the AADF since its inception, with financial assistance, leadership and other resources," says Martinez. His personal involvement began four years ago when Ohio Edison rearranged much of its territory. LuAnn Koch was the Alliance Area Manager at the time and was relocated. With her relocating, Ray was named Area Manager for the Alliance area and it gave him an opportunity to get involved by becoming a board member.

As to his plans as board president, he says, "I will continue the momentum created by the past AADF leadership such as John Christian, Dr. John Ewing, Doug Schwarz and most recently Scott Robertson. Every year these leaders have built upon the work of those who have gone before."

One thing Martinez would like to see is the board revisit AADF's strategic and business plans. "We need to determine if what the founding fathers created is still on target or needs to be tweaked," he says.

"AADF was established for retention," says Martinez. "Eighty percent of the growth in any community comes from existing businesses that expand or spin off businesses. A lot of good things have come from our retention efforts."

He says that workforce development and job training needs showed up in the Synchronist surveys with the larger businesses. "One of the key factors for them is employee turnover," he says. "And Tom has done a great job with the T.R.A.I.N. program to address their concerns." He'd like to see these surveys extended to smaller manufacturers.

One thing that Martinez really appreciates about AADF is the collaboration and support of the government, business and education communities to its mission. "That has been a major factor in its success," he says. "Collaboration is the key," he adds.

Officers

Ray Martinez, Chair
Joe Gerzina, Vice Chair
John B. Christian, Secretary
Joe Gerzina, Treasurer

At-Large Members

G. Charles Dix II
Scott Robertson
Doug Schwarz
Larry Stewart

AADF 2007 Board Members

Tom Ault	Stan Jonas
Peter Basil*	Mayor Cynthia Kerchner**
Darren Boyle	Craig Laughlin
John Christian	Clyde Lepley*
Harriet Clem	Matt Leuenberger
Michael A. Conny	Mark Locke**
Mort DeHoff	Ray Martinez
G. Charles Dix II	Gerard Mastroianni
Mark Fedor	Mayor Toni Middleton**
Mike Furcolow	Todd Pugh
Joe Gerzina	Tim Quinnan
Dr. Richard Giese	Scott Robertson
Kurt Goodenberger	Doug Schwarz
Sue Goris*	Larry Stewart
Robin Graber	Will Tolerton
Mike Pauli	

*Community Member

** Ex-Officio Non-Voting Member

Calendar

- Executive Committee meets on third Wednesday of each month at 7:30 a.m.
- Last 2007 board meeting is November 27, 7:30 to 8:45 a.m. 2008 board meetings are January 22, March 25, May 27, July 22, September 23 (annual meeting in evening) and November 25.